EAB SYSTEMS STREAMLINES INSURANCE WORKFLOWS WITH CONTAINER-BASED APPLICATIONS

PARTNER SOLUTION BRIEF

"EAB Systems played a key role in the delivery of our Electronic AXA Submission Experience (EASE), a front to back-end office transformation that improves both customer experience and operational experience in record time."[1]

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INTRODUCTION

Spurred on by the digital transformation rampant in today's market, insurance providers are seeking tools that enable greater agility. They need solutions that provide them the ability to significantly reduce product development and deployment times, organize and connect with clients, mediate task redundancies, and employ better analytics through the use of mobile applications. Solutions that integrate mobile devices with back-end systems to allow the devices to securely access data while meeting traditional IT demands are key to their retainment of a competitive edge.

To meet this need, EAB Systems has used Red Hat JBoss® Enterprise Application Platform (EAP) to build and launch their solution, called 121 System, a point-of-sales and salesforce automation suite. The solution operates natively on mobile devices and the web with a shared business engine. 121 System offers enterprises the flexibility to deploy a streamlined method of selling insurance in many environments on multiple platforms—including the Red Hat OpenShift® Container Platform.

SOLUTION AT A GLANCE

121 System is a point-of-sale and sales force automation suite that caters to insurance sales representatives including agents, brokers, independent financial advisors, and bankers. 121 System automates and streamlines the entire sales process from customer prospecting, financial needs analysis, quotation, application submission, policy issuance to after-sales servicing. It does so with defined workflows and business rules that ensure compliance with regulatory requirements, greatly simplifying underwriting. The solution also helps advisors manage their sales activity with rich features like alerts, schedule, campaigns, opportunities, sales dashboard, news, and resources.
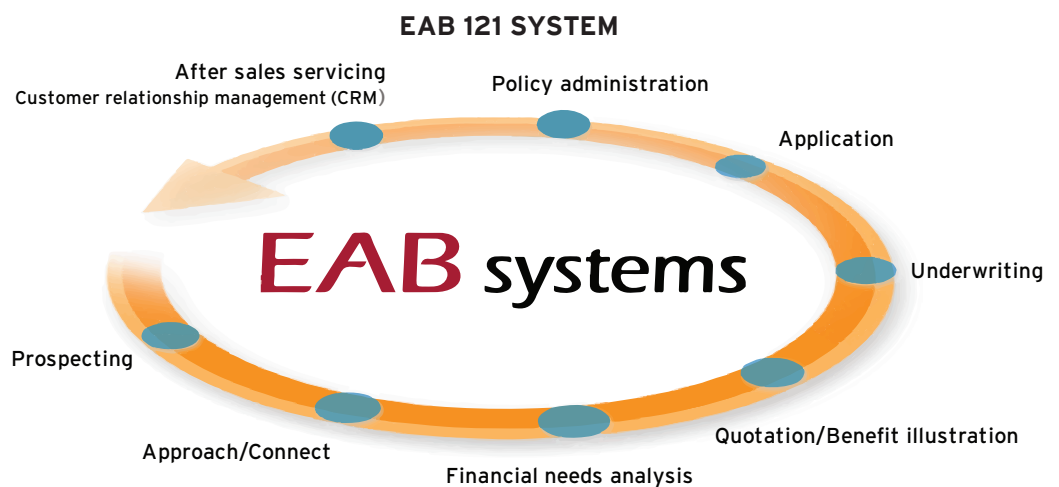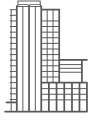
EAB 121 SYSTEM

Figure 1. EAB 121 System provides an end-to-end digital solution to streamline the insurance sales process

ABOUT RED HAT

Red Hat is the world's leading provider of open source software solutions, using a community-powered approach to provide reliable and high-performing cloud, Linux, middleware, storage, and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As a connective hub in a global network of enterprises, partners, and open source communities, Red Hat helps create relevant, innovative technologies that liberate resources for growth and prepare customers for the future of IT.

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121 System greatly enhances the customer experience and reduces the turnaround time for policy issuance. It supports unlimited levels of hierarchy and operates on multiple platforms including the web and mobile devices. Whether advisors are online or offline, automatic two-way synchronization enables them to access up-to-date information and perform critical business tasks. 121 System can be integrated with any underwriting and back-office system for policy issuance. The solution is available for Red Hat JBoss environments and now can also be deployed on Red Hat OpenShift Container Platform. The stability, scalability, and reliability of such environments enhance the robustness of the 121 System.

RED HAT OPENSHIFT CONTAINER PLATFORM

Red Hat OpenShift Container Platform brings Kubernetes to the enterprise. Regardless of your applications architecture, Red Hat OpenShift lets you easily and quickly build, develop, and deploy in nearly any infrastructure, public or private. Red Hat OpenShift Container Platform integrates the architecture, processes, platforms, and services needed to empower development and operations teams. It deploys reliably across environments, and it enables organizations to meet customer demands while reducing infrastructure costs.

EAB SYSTEMS AND RED HAT

EAB Systems and Red Hat have partnered to provide open source alternatives to traditional insurance sales platforms. EAB Systems' modular solutions are built on Red Hat technologies and deliver the robust interoperability of enterprise grade applications—without vendor lock-in. With Red Hat and EAB Systems, insurance organizations can harness the power of containers and open source principles to manage sales activities anytime, anywhere.

CONCLUSION

121 System provides a range of benefits to the organization, including:

• Increased performance monitoring and productivity.
• 360° view of customer policies.
• Paperless straight-through processing (STP) of insurance applications.
• Responsive, graphical, and streamlined user experience.
• Streamlined management of distribution channels.
• In-depth sales report analysis with a host of container-based tools and features.
• Agility and speed to market for insurance product development.
• Compliance with regulations of local authorities.
• Reduced total cost of ownership (TCO) in implementation/deployment.
• Tight integration with DevOps tooling for quality/security fulfilment.

LEARN MORE

To learn more about how EAB Systems and Red Hat can streamline your sales processes with 121 System, visit https://eabsystems.com.

ABOUT EAB SYSTEMS

EAB Systems, a leading enterprise software company in the Asia Pacific, provides robust, flexible, and scalable solutions to insurance and wealth management providers, both regionally and internationally. With 20+ years of Fintech experience and a customer base of well-known international insurers, EAB Systems helps customers enhance their distribution capabilities, automate administration processes, and accelerate the introduction of new products to the market.